

Message Text

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ORIGIN OPIC-06

INFO OCT-01 NEA-11 ISO-00 EB-08 /026 R

DRAFTED BY OPIC/F BRDUFFY
APPROVED BY EB/IFD/OIA:MRBOERNER
OPIC/F:FRHILL
EB/IFD/OIA:DVGRANT
NEA/ARN:C MONROE

-----043020 081524Z /72

P 081444Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY AMMAN PRIORITY

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FROM OPIC

E.O. 11652: N/A

TAGS: EFIN

SUBJECT: JORDAN GLASS INDUSTRY

REF: A) GEORGE LETTER TO DUFFY 3/28/78
B) AMMAN 3484
C) AMMAN 3533

1. DUFFY HAS SPOKEN WITH YEAKEY OF CORNING GLASS WHO INDICATED IT REMAINS INTERESTED IN GLASS CONTAINER PROJECT UNDER SPONSORSHIP OF JORDAN GLASS INDUSTRIES COMPANY LTD OR PENSION FUND BUT HAS NO INTEREST IN SHEET GLASS PROJECT GIVEN TECHNOLOGY REQUIREMENTS, PARTICIPATION OF FRENCH FIRM AND LIMITED MARKET DEMAND. CORNING WILLING TO PARTICIPATE IN GLASS CONTAINER PROJECT ONLY ON BASIS OF SEPARATE PROJECTS/OWNERSHIP/MANAGEMENT ALTHOUGH WILLING TO DISCUSS
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JOINT SITE, SHARED FACILITIES, LEASE OF PLANT, OR OTHER SUITABLE ARRANGEMENT. ONCE SATISFACTORY RESOLUTION OF JOINT VS SEPARATE PROJECTS OBTAINED, CORNING PREPARED TO UNDERTAKE MARKETING STUDY.

2. DUFFY RECEIVED D&B ON LEONE GLASS WHICH IS NOT HELPFUL AS NO FINANCIAL STATEMENTS AVAILABLE. HOWEVER, DUFFY DID

SPEAK WITH JOSEPH LEONE, PRESIDENT. COMPANY, FORMED IN

1967, MANUFACTURES GLASS CONTAINERS AT TWO DOMESTIC LOCATIONS AND HAS SALES OF 6-8 MILLION DOLLARS. LEONE WORKED FOR OWENS-ILLINOIS AND WHEATON INDUSTRIES BEFORE STARTING PRESENT COMPANY WITH OVERSEAS EXPERIENCE IN BRAZIL AND COLOMBIA AS WELL AS MANAGER OF NEW PLANT CONSTRUCTION FOR OWENS-ILLINOIS IN U.S. NO APPARENT SHEET GLASS EXPERIENCE OR TECHNOLOGY.

3. LEONE ONLY HAS VAGUE IDEA OF PROJECTS BEING CONSIDERED AND AMERICAN EXPRESS APPEARS TO BE PAYING FOR HIS TRIP; LEONE HAS NOT COMMUNICATED DIRECTLY WITH ANY OF PRINCIPALS.

4. JORDAN GLASS APPEARS TO HAVE BEEN MISINFORMED REGARDING LEONE TECHNOLOGY CLAIM. LEONE MADE NO CLAIM TO TECHNOLOGY WHICH PERMITS OUTPUT OF BOTH GLASS SHEET AND GLASS CONTAINERS FROM SINGLE FURNACE; IN RESPONSE TO QUERY BY DUFFY ON POSSIBILITY OF SUCH A DEVELOPMENT, LEONE INDICATED THAT COMBINED PROJECT COULD NOT, RPT, COULD NOT USE SAME FURNACE WHICH CORNING AND OTHERS CONFIRM.

5. ALTHOUGH HESITANT TO PREJUDICE CASE OF SMALL U.S. INVESTOR, NO PRESENT DATA TO SUGGEST THAT LEONE HAS FINANCIAL, MARKETING, MANAGEMENT OR TECHNICAL RESOURCES TO LIMITED OFFICIAL USE

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UNDERTAKE A PROJECT OF THIS SIZE LET ALONE A COMBINED VENTURE. QUESTION AMERICAN EXPRESS (WHOSE REPRESENTATIVE INVOLVED NOW IN MIDEAST) RATIONALE FOR CONTACTING LEONE.

DECONTROLLED DECEMBER 31, 1978. VANCE

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